



Invoice No.: IND-1015-0005

Sold To:

Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 3/23/2016
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 2/1/2016 - 2/29/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total \$ 138,144.32
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



STANDARDS FOR
EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112

717-541-1112 (V) 717-541-9713 (F)

www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy & Support Services Program

October 1, 2015 - September 30, 2016

Expense Type	Budget Cat	Expense Detail	Budgeted Cost	Actual Expenses YTD-Jan 2016	Actual Cost Feb-16	Remaining Cost Mar 2016 to Sep-2016
Administrative Salary		President & CEO	\$58,000.00	16,378.10	4,916.40	\$36,705.50
Administrative Salary		VP of Administration	\$13,000.00	1,917.03	1,398.43	\$9,683.64
Administrative Salary		Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative Salary		Senior Accountant	\$3,000.00	445.90	\$312.63	\$2,241.47
Administrative Salary		Junior Accountant	\$2,000.00	-	-	\$2,000.00
Administrative Salary		Bookkeeper	\$3,000.00	121.88	\$168.75	\$2,709.37
Services Salary		VP of Operations	\$45,000.00	6,944.97	\$2,368.70	\$35,686.33
Services Salary		Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services Salary		Services Coordinator	\$4,000.00	1,159.79	\$951.98	\$1,888.23
Services Salary		Services Assistance	\$3,000.00	1,001.80	\$341.64	\$1,656.56
Services Salary		Billing Coordinator	\$5,000.00	1,390.50	\$121.50	\$3,488.00
Services Salary		Service Provider Approval	\$5,000.00	692.54	\$72.00	\$4,235.46
Services Salary		Service Provider Monitoring	\$5,000.00	74.41	-	\$4,925.59
Services Salary		Hotline Counselor	\$4,000.00	191.23	\$44.16	\$3,764.61
		Subtotal	\$190,000.00	\$30,319.05	\$10,696.19	\$148,984.76
Administrative Fringe		Unused Sick	\$0.00	-	-	\$0.00
Services Fringe		Unused Sick	\$0.00	-	-	\$0.00
Administrative Fringe		Payroll Taxes	\$6,500.00	647.03	\$526.24	\$5,326.73
Services Fringe		Payroll Taxes	\$9,000.00	646.09	\$376.03	\$7,977.88
Administrative Fringe		Workers' Comp	\$300.00	65.39	\$22.98	\$211.63
Services Fringe		Workers' Comp	\$500.00	53.51	\$18.80	\$427.69
Administrative Fringe		Pension	\$3,750.00	515.99	\$193.46	\$3,040.55
Services Fringe		Pension	\$2,000.00	250.10	\$102.67	\$1,547.23
Administrative Fringe		Employee Group Ins	\$13,000.00	3,375.87	\$1,009.26	\$8,114.87
Services Fringe		Employee Group Ins	\$10,000.00	1,894.28	\$668.58	\$7,237.14
		Subtotal	\$45,050.00	\$7,448.26	\$3,618.02	\$33,983.72
Administrative Travel		Travel/Lodging	\$500.00	-	-	\$500.00
Services Travel		Travel	\$10,500.00	-	-	\$10,500.00
		Subtotal	\$10,500.00	\$0.00	\$0.00	\$10,500.00
Administrative Supplies		Office Expense	\$91,700.00	658.50	\$220.97	\$90,820.53
Administrative Supplies		Computer Resources/Upgrade	\$25,000.00	-	-	\$25,000.00
Services Supplies		Client Education Materials	\$120,000.00	3.60	-	\$119,996.40
Services Supplies		Pregnancy Test Kits	\$0.00	-	\$98.10	(\$98.10)
		Subtotal	\$236,700.00	\$662.10	\$319.07	\$235,718.83
Administrative Contracts		Accounting/IT/Legal consulting	\$20,000.00	-	\$180.98	\$19,819.02
Administrative Contracts		Auditing	\$3,500.00	802.78	\$282.12	\$2,415.10
Administrative Contracts		Copier Service Contracts	\$500.00	95.54	\$42.78	\$361.68
Services Contracts		Client Service Providers	\$2,412,500.00	382,264.09	\$118,784.93	\$1,911,450.98
Services Contracts		Meetings/Seminars/Conference	\$7,000.00	-	-	\$7,000.00
Services Contracts		Services Advertising	\$485,000.00	2,385.00	\$2,375.07	\$480,239.93
Services Contracts		Services Database Consulting	\$15,000.00	1,870.00	\$212.50	\$12,917.50
		Subtotal	\$2,943,500.00	\$387,417.41	\$121,878.38	\$2,434,204.21
Administrative Other		Professional Development	\$2,000.00	610.37	\$203.39	\$1,186.24
Administrative Other		Job advertising	\$500.00	-	-	\$500.00
Administrative Other		New employee screening	\$250.00	-	-	\$250.00
Administrative Other		Postage/Shipping	\$15,000.00	367.12	\$108.20	\$14,524.68
Administrative Other		Rent	\$46,000.00	2,806.38	\$911.94	\$42,291.68
Administrative Other		Telephone Service	\$3,500.00	646.94	\$202.74	\$2,850.32
Administrative Other		General Business Liability Ins	\$750.00	119.69	\$42.06	\$588.25
Administrative Other		Insurance - Directors & Officers	\$1,250.00	291.67	\$102.50	\$856.83
Services Other		Toll Free Referral System	\$5,000.00	196.31	\$61.83	\$4,741.86
Services Other		Contract Cancellation Cost	\$0.00	-	-	\$0.00
		Subtotal	\$74,250.00	\$5,038.48	\$1,632.66	\$67,578.86
		Administrative	\$313,000.00	29,867.08	11,345.83	\$271,787.09
		Services	\$3,187,000.00	\$401,018.22	\$126,798.49	\$2,659,183.29
		Total	\$3,500,000.00	\$430,885.30	\$138,144.32	\$2,930,970.38

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Jan 2016	Feb-16	Mar 2016 to Sep-2016
President & CEO	\$58,000.00	\$ 16,378.10	\$4,916.40	\$36,705.50
VP of Administration	\$13,000.00	\$ 1,917.93	\$1,398.43	\$9,683.64
Assistant Director of Finance	\$0.00	\$ -		\$0.00
Senior Accountant	\$3,000.00	\$ 445.90	\$312.63	\$2,241.47
Junior Accountant	\$2,000.00	\$ -		\$2,000.00
Bookkeeper	\$3,000.00	\$ 121.88	\$168.75	\$2,709.37
Professional Development	\$2,000.00	\$ 610.37	\$203.39	\$1,186.24
Payroll Taxes	\$6,500.00	\$ 647.03	\$526.24	\$5,326.73
Workers Compensation Insurance	\$300.00	\$ 65.39	\$22.98	\$211.63
Pension	\$3,750.00	\$ 515.99	\$193.46	\$3,040.55
Employee Group Insurance	\$13,000.00	\$ 3,375.87	\$1,509.26	\$8,114.87
Job Advertising	\$500.00	\$ -		\$500.00
New Employee Screening	\$250.00	\$ -		\$250.00
Total Personnel	\$ 105,300.00	\$ 24,078.46	\$ 9,251.54	\$ 71,970.00
Operating	Budgeted Dollars			
Accounting/IT/Legal Consulting	\$20,000.00	\$ -	\$180.98	\$19,819.02
Postage/Shipping	\$15,000.00	\$ 367.12	\$108.20	\$14,524.68
Auditing	\$3,500.00	\$ 802.78	\$282.12	\$2,415.10
Travel/Lodging	\$500.00	\$ -		\$500.00
Rent	\$46,000.00	\$ 2,806.38	\$911.94	\$42,281.68
Telephone Service	\$3,500.00	\$ 646.94	\$202.74	\$2,650.32
General Business Liability Insurance	\$750.00	\$ 119.69	\$42.06	\$588.25
Insurance-Directors & Officers	\$1,250.00	\$ 291.67	\$102.50	\$855.83
Office Expense	\$91,700.00	\$ 658.50	\$220.97	\$90,820.53
Computer Resources	\$25,000.00	\$ -		\$25,000.00
		\$ -		
Total Operating	\$ 207,200.00	\$ 5,693.08	\$ 2,051.51	\$ 199,455.41
Equipment	Budgeted Dollars			
Equipment Service Contracts	\$500.00	\$ 95.54	\$42.78	\$361.68
Total Administrative Expenses	\$ 313,000.00	\$ 29,867.08	\$ 11,345.83	\$ 271,787.09

Real Alternatives
Actual Services Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Jan 2016	Feb-16	Mar 2016 to Sep-2016
Vice President of Operations	\$45,000.00	\$ 6,944.97	\$2,368.70	\$35,686.33
Indiana Services Director	\$40,000.00	\$ -		\$40,000.00
Services Coordinator	\$4,000.00	\$ 1,159.79	\$951.98	\$1,888.23
Billing Coordinator	\$5,000.00	\$ 1,390.50	\$121.50	\$3,488.00
Services Assistance	\$3,000.00	\$ 1,001.80	\$341.64	\$1,656.56
Service Provider Approval	\$5,000.00	\$ 692.54	\$72.00	\$4,235.46
Service Provider Monitoring	\$5,000.00	\$ 74.41		\$4,925.59
Hotline Counselor	\$4,000.00	\$ 191.23	\$44.16	\$3,764.61
Payroll Taxes	\$9,000.00	\$ 646.09	\$376.03	\$7,977.88
Workers Compensation Insurance	\$500.00	\$ 53.51	\$18.80	\$427.69
Pension	\$2,000.00	\$ 250.10	\$102.67	\$1,647.23
Employee Group Insurance	\$10,000.00	\$ 1,894.28	\$868.58	\$7,237.14
Total Personnel	\$ 132,500.00	\$ 14,299.22	\$ 5,266.06	\$ 112,934.72
Operating	Budgeted Dollars			
Client Education Materials	\$120,000.00	\$ 3.60		\$119,996.40
Services Advertising	\$485,000.00	\$ 2,385.00	\$2,375.07	\$480,239.93
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$7,000.00
Travel/Lodging To Service Provider	\$10,000.00	\$ -		\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	\$ 1,870.00	\$212.50	\$12,917.50
Client Service Providers	\$2,412,500.00	\$ 382,264.09	\$118,784.93	\$1,911,450.98
Toll-free Referral System	\$5,000.00	\$ 196.31	\$61.83	\$4,741.86
Contract Closeout Cost	\$0.00	\$ -		\$0.00
Total Operating	\$ 3,054,500.00	\$ 386,719.00	\$ 121,434.33	\$ 2,546,346.67
Equipment	Budgeted Dollars			
Pregnancy Test Kits	\$0.00	\$ -	\$98.10	(\$98.10)
Total Services Expenses	\$ 3,187,000.00	\$ 401,018.22	\$ 126,798.49	\$ 2,659,183.29